



Eoin W Mackintosh
6 Castle Street
Blairgowrie
Perthshire. PH10 6DR
Tel: 0700 5963 134

www.eBusiness-eXpress.com

TO WHOM IT MAY CONCERN

Phew where do I start?

First I would like to say that I generally call a spade a spade and if I thought that Digital Media was not worth it I would say so but I can't do that because these guys would do anything to help me. The other day I was doing a site on my own and I needed an asp form. Now I can do some html and straightforward web design but when it comes to asp then I am completely lost. I was looking through the internet to see if could find some help; I did find a template thing where I could put a few fields in and upload it to the server.

To be honest it would have done but I contacted DMS support and asked them how I would put an extra bit in this form. Their answer to me was.. Eoin tell us what you want in the form and we will build it for you. I told them and one day later they sent me this form with all the code in it. My reply was not so much to thank them but to ask "how many aliens they had working in the office" this stuff was completely goobly gook to me!!! BUT they took the time to help me out and help me build a site I was doing myself and they never charged me a penny for it.

You can have a look at the site if you want it's www.guesthousegolf.com

Also they are search engine specialists and he have gone out of their way, when they have been busy, to advise me on things I am doing regarding the search engines

A bit about my history. I was online way before the www came along. I was playing around on compuserve about 10-12 years ago. When the www came along I could generally do a few things and put a simple web page up. I actually should have made a fortune but I made a big mistake and got in with this web design company it was a network marketing company called GEN. The idea was brilliant but what happened was the general public had no idea what a web site was so it was way ahead of its time. The whole thing eventually went bust because we could not get customers. I wasted a whole pile of years there. Just too early for the general population.

Last year when I saw what Digital Media had to offer I jumped on it immediately. What they were offering was just right as far as I could see.

The reason I love the DMS concept is this. As someone that can do a little bit of design to do it all myself takes time. I can't learn all the new technologies AND design at the same time. Or I can't make a living doing design unless people come to me one week then the next week and so on. If I got 5 jobs at once I would be lost and have to tell clients it will be two months before I can get to you. However once you understand how DMS works you can take on as many jobs as you want and the support will spend the day helping you preparing quotes etc. Support usually answers me by return email by the way. So I won't even say it takes an hour because sometimes it takes 10 mins for them to get back to me. Which is pretty special.

The main work is talking to or emailing people. As you don't know their business you got to get them to prepare some sort of brief. That's hard and it requires work on your part but there is no way round that. Even if you were spending 25K on a franchise you are still going to have to do that because you have to know what they want written on their website!!! I have had people asking me to do a web site and then I ask them what they want on it. Their reply - Oh I thought you did that -Duh.

.....

And yes you do pay DMS when you make the order but if you charge 50% up front then that's it done the next 50% payment on completion is your profit!!

Regarding their prices, I nearly fall off the seat when these guys quote me something. I have got a photographer site just about to go. DMS were quoting me some crazy cheap price for putting in some admin module for this guy. I double the price and I am thinking hell's bells if that guy was to phone up someone in the yellow pages and ask for a quote for what we are going to give him he would be looking at 2K. I am going to be giving him this for £450 and still make 100% profit on the job.

Actually I tell them on one of my sales letters at <http://www.ebusiness-express.com/offers> to phone up a designer in the yellow pages for a quote <smile>

So I hope you can see here that these guys are hot and they are specially good at putting in those "programming" bits that the average Joe can't do and at a price that makes you fall off the chair. I'll bet money any internet consultancy franchise can't even look at the prices that DMS are quoting.

There is another thing - DMS have got the sitebuilder as well and they are going ahead to develop a better one. So that will be great when it comes along and a great money-spinner.

I have been finding though that the existing sitebuilder is not a great winner. The reason being that people don't have a clue how to design websites and when I tell them hey you could do it yourself they just run a mile. The majority of people need a helping hand.

It's a hard job selling web services sometimes there is no doubt about it but I think the whole process (when you learn it) with DMS is really viable and one of the best deals out there.

I don't really have many examples I can show and the reason for that is that I have just got going and a lot of times I have been doing simple sites myself so I didn't need DMS. However I have decided that I don't want to design client's sites anymore so I have got about 10K worth of work in the pipeline for DMS.

One of the problems you find with web design is you have to be a bit of everything i.e. accountant, sales man, web design man, advertiser and it takes up a lot of your time - but bottom line, sure I am biased here, I think these guys are the best, they are a growing company and they will do you a great job for a great price. You'll get training in the manuals that they have, you'll get email support second to none, you'll get great prices for web design etc and most of all they are nice people that love what they do.

I don't know if what I have said has been a great help except the maybe come over as a bit bias for DMS. I can't help that, it's an honest opinion because as I said in all the years on the Internet this is one of the best companies I have ever worked with. True win-win situation and a chance to grow as they grow.

If you are thinking on joining up as a reseller and you are keen to become a web design consultant then this is the best offer out there. Heck all this stuff is my passion I just love what I do but I can assure you it ain't any get rich quick scenario you do have to work your butt off - initially at least.

Sincerely,



Eoin Mackintosh

Web Site: www.ebusiness-express.com
Email: info@ebusiness-express.com